

The image features a sunset landscape with silhouetted trees on the right side. The sky transitions from a deep orange near the horizon to a dark, almost black, blue at the top. The text is overlaid on the upper left portion of the image. The text is in a white, serif font. The main title is "Life Settlements:" and the subtitle is "Don't Settle for Less." There are decorative white curved lines in the top left and bottom right corners of the image.

# Life Settlements:

Don't Settle for Less.

# Maximizing the Value of Life Insurance

A Life Settlement is the sale of a life insurance policy in exchange for a cash settlement in excess of the policy's cash surrender value—even if none exists! This innovative wealth and estate planning tool removes the burden of expensive insurance premium payments in addition to providing the lump sum cash settlement.

Life Settlements present a unique opportunity to extract the maximum value from an existing life insurance policy and repurpose those funds for whatever financial needs may exist. In fact, seniors can use the cash settlement for medical expenses, living expenses, or anything they desire—with no restrictions.

Today's marketplace features sophisticated capital institutions on the funding side of the business as well as increased government regulations to protect the insured and the policy owner. These changes, along with the value proposition being offered and the abundance of eligible life insurance policies, are creating an expanding secondary marketplace.

Utilizing a Life Settlement Broker, any financial professional can access this marketplace to determine a policy's fair market value. At Settlement Benefits Association, we conduct these policy appraisals for free and without obligation. However, this information is only part of the value equation. Just like any other financial decision that we assist our clients with, we must consider the client's unique individual situation.

When evaluating this portfolio, advisers need to understand the role of life insurance. Often, life insurance is used to maintain a certain standard of living or to bridge the gap between the financial needs of dependents and the amount available from other sources. These sources, such as Social Security benefits, available cash, and other investments, may not be able to cover the dependents' needs. However, you must also consider how this asset portfolio will change with the infusion of cash generated by the Life Settlement itself. Understanding the ramifications of keeping or selling a life insurance policy should also include a look at potential tax liabilities (if any).

Furthermore, as professional advisers, we need to understand the other ramifications of keeping or selling a policy, including opportunities for charitable giving, the availability of less expensive replacement coverage or the purchase of long-term care insurance using the Life Settlement proceeds, whether the policy is draining cash in a trust, and so forth.

As a Life Settlement Broker, we represent the policy owner in this transaction, and work to find the highest settlement for them. Our independent status allows us to work with over 20 different funding groups. We leverage these relationships to benefit our clients. However, we do not raise capital or report to these investors. Our duty is to the policy owner.

# Working Together

Here at Settlement Benefits Association, we are dedicated to serving the needs of policy holders in the best manner possible, and we understand that you, the financial professional, are a huge part of that equation. Our close working relationships with Estate Planning Attorneys, Financial Planners, and Life Insurance Agents have been invaluable to our success.

Your clients depend on you for the expertise to deal with many different financial scenarios, and your ability to offer our unique financial tools to them may be crucial.

## **PREMIUM COMMISSIONS ON EVERY TRANSACTION:**

Determine your own commissions! You know your clients, you know their unique situations, so... we will supply you with a gross offer and you tell us what will work.\*

## **NON-CIRCUMVENTION PLEDGE:**

We will never contact your client directly, unless you want us to. That is your relationship and we respect that.

## **TRUE CLIENT REPRESENTATION:**

We are not owned by or affiliated ( exclusively or otherwise ) with any funding groups. Instead, we have relationships with over 20 funding groups that allow us to present cases individually. This allows us to truly bring your cases to the entire marketplace and secure the highest possible offers.

## **SIMPLE APPRAISAL PROCESS:**

We conduct appraisals, with no cost or obligation so that policy holders can understand the true value of their life insurance. One simple request form begins the process, and since we are a full service brokerage, we completely underwrite the file from that point forward.

\* Commissions must follow all applicable regulations.



# Who Qualifies

## THE MAJOR FACTORS AFFECTING THE SIZE OF A LIFE SETTLEMENT OFFER ARE:

- Age
- State of residency
- Type of policy
- Cost of coverage
- Health of insured

Currently, most funding groups focus on seniors over the age of 70, or insureds with serious illnesses of any age. No policy is too small to review, and all types of life insurance can qualify.

Our goal is to secure funding for every policy. Settlement Benefits Association's expertise has enabled us to continue to be very successful in placing even unique cases.

# The Process

## WHERE DO WE BEGIN?

- Identify potential candidates for a Life Settlement using the parameters stated under “Who Qualifies” and a consultation with Settlement Benefits Association.
- Complete the simple life insurance appraisal request form (available by contacting us) and submit with a copy of the policy, if available.

## THE APPRAISAL PROCESS CONSISTS OF:

- Collecting policy and medical information: 3-4 weeks
- Completing initial underwriting of case: 1-2 weeks
- Sending complete case to funding organizations: 1 day
- Negotiating and obtaining offers or declinations: 2 weeks
- Communicating appraisal value to policy owner or representative: 1 day

## COMPLETING THE SETTLEMENT PROCESS:

- Contracts are delivered to the policy owner: within 72 hours of acceptance
- Review, sign and return settlement closing package: 1 week
- Cleanup and review by compliance: 3 days
- Record changes by insurance carrier: up to 2 weeks
- Escrow organization releases cash settlement to the client: within 48 hours of documented ownership change
- Client rescission period: depending on carrier, up to 3 weeks
- Referral source is compensated post rescission period

\* The time line above was taken from a summation of previous cases.  
All estimated times are approximate and are subject to change without notice.

CALL TODAY FOR A FREE POLICY APPRAISAL!



1-888-255-0444 • [www.SettlementBenefits.com](http://www.SettlementBenefits.com)

“I respect your integrity immensely and wish all of my associates made their standards so transparent and credible.”

- R. Romano, CEA, insurance agency owner

“The whole process was so simple, Settlement Benefits took care of everything!”

- Rich B., Financial Planner

“I had tried several other brokers before I found you, and I can tell you from experience that no one spends the effort that you do trying to make my cases work.”

- Frank D., Estate Planner



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